

## ETP Approved Contracts FY 17-18\* \*through September Panel

## Development and Administrative Service Costs

## Consultant Fee Comparison Chart

**KEY TERMS: Administrative Fees Payment Earned Performance Standards Not Applicable**

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Abbott Consulting Group	\$7,500	6%	13%	18CS-0046-000	\$121,648
BLI Co.	\$8,000	2%	13%	18CS-0037-000	\$495,558
California Manufacturers & Technology Association	\$12,000	3%	13%	18CS-0054-000	\$350,402
	\$15,000	7%	13%	18CS-0041-000	\$223,660
	\$0	0%	13%	18CS-0053-000	\$408,044
California Manufacturing Technology Consulting (CMTc)	\$0	0%	13%	ET18-0121-000	\$33,280
	\$0	0%	13%	ET18-0121-000	\$33,280
Economic Incentives Advisory Group	\$5,000	1%	N/A	18CS-0006-000	\$514,080
	\$0	0%	13%	18CS-0047-000	\$241,104
Ernst & Young	\$20,000	5%	13%	18CS-0011-000	\$380,160
Glendale Community College District	\$0	0%	10%	18CS-0010-000	\$384,596
	\$0	0%	10%	18CS-0018-000	\$899,728
Herrera and Company	\$8,750	1%	13%	18CS-0040-000	\$593,848
	\$8,750	1%	13%	18CS-0039-000	\$749,580
	\$8,750	1%	13%	18CS-0014-000	\$823,969
Integrated Solutions	\$6,000	10%	13%	18CS-0020-000	\$62,160
	\$6,000	2%	13%	ET18-0112-000	\$304,425
National Training Systems Inc. (NTS)	\$5,000	5%	13%	18CS-0021-000	\$95,040
	\$5,000	2%	13%	18CS-0050-000	\$247,238
	\$15,000	4%	13%	18CS-0056-000	\$390,560
	\$15,000	2%	13%	18CS-0051-000	\$626,778
	\$27,939	5%	10%	18CS-0004-000	\$599,544
	\$19,939	7%	10%	ET18-0108-000	\$303,750
Propel Consulting Group	\$4,400	7%	13%	18CS-0045-000	\$61,230
	\$18,600	7%	7.50%	18CS-0003-000	\$249,778
	\$12,384	5%	10%	18CS-0005-000	\$247,680
Prospect Consulting Group, Inc.	\$300	3%	13%	17CS-0025-000	\$8,736
	\$9,000	4%	13%	ET18-0101-000	\$255,150
RSM US LLP	\$1,000	1%	13%	17CS-0019-000	\$74,100
	\$1,000	1%	13%	18CS-0032-000	\$99,180
	\$1,000	1%	13%	17CS-0020-000	\$94,010
Sierra Consulting Service	\$11,600	10%	13%	18CS-0036-000	\$116,000
	\$17,000	10%	13%	18CS-0043-000	\$170,760
Steve Duscha Advisories	\$5,000	4%	12.2%	ET18-0904-000	\$112,340
	\$10,000	1%	10%	ET18-0903-000	\$949,327
	\$10,000	1%	13%	ET18-0113-000	\$949,160
	\$10,000	1%	13%	ET18-0902-000	\$949,690
Strategic Business Solutions, LLC	\$8,250	5%	13%	18CS-0002-000	\$177,390
	\$5,231	7%	13%	18CS-0022-000	\$73,320
	\$5,750	7%	13%	18CS-0060-000	\$84,760
	\$5,500	6%	13%	ET18-0115-000	\$91,480
Synergy Management, LLC	\$34,000	6%	10%	18CS-0017-000	\$558,760
Thomas D Bright	\$5,000	1%	4%	18CS-0063-000	\$513,126

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Training Funding Partners	\$5,900	10%	13%	18CS-0019-000	\$60,000
	\$2,500	6%	\$0	18CS-0028-000	\$42,400
	\$8,500	9%	13%	18CS-0031-000	\$97,440
	\$6,500	10%	13%	18CS-0044-000	\$64,800
Training Funding Source	\$1,300	5%	13%	18CS-0024-000	\$24,750
	\$900	8%	13%	17CS-0022-000	\$11,960
	\$1,500	6%	N/A	17CS-0023-000	\$26,832
	\$1,900	6%	13%	18CS-0034-000	\$29,250
	\$2,700	7%	13%	18CS-0023-000	\$39,000
	\$4,900	5%	13%	17CS-0027-000	\$99,760
	\$4,900	5%	13%	18CS-0025-000	\$99,528
	\$6,900	6%	13%	18CS-0015-000	\$123,600
Training Grants Intelligence Inc.	\$0	0%	13%	18CS-0029-000	\$49,500
Training Refund Group	\$5,000	4%	13%	18CS-0009-000	\$127,224
	\$8,000	4%	13%	18CS-0013-000	\$196,344
	\$2,000	7%	13%	17CS-0026-000	\$28,182
	\$3,000	6%	13%	18CS-0026-000	\$49,588
	\$8,000	2%	13%	18CS-0038-000	\$332,235
Welsh Advisors, Inc.	\$26,406	8%	6%	ET18-0100-000	\$324,000

**Key Terms:**

**Administrative Fees** paid to a consultant are capped at 13% for incumbent worker training and 20% of payment for new hire training.

**Payment Earned** means the amount of funding a company or other contractor is entitled to retain, if all performance standards are met.

**Performance Standards** are measured per-trainee. There are three basic standards: hours of training delivered, period of time retained in employment and wages earned post-retention.

**Not Applicable** means the company or other contractor did not, or has not decided whether to hire a consultant.